

WISCONSIN
HOME HEALTH AGENCIES AND PATIENTS
1995

Center for Health Statistics
Division of Health
Department of Health and Family Services

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Introduction

This report presents selected statistics on Wisconsin home health agencies and patients for 1995, as well as some trend information for 1990 through 1995. The source of data for this document is the Annual Survey of Home Health Agencies, a cooperative effort between Wisconsin-licensed home health agencies, the Division of Health, Center for Health Statistics and Bureau of Health Care Financing, and the Division of Supportive Living, Bureau of Quality Assurance.

The 1995 survey population consisted of the 184 home health agencies that applied for Wisconsin license renewal in 1996. Agencies that were in operation in 1995, but did not apply for license renewal in 1996, did not receive the survey form. Therefore, the numbers cited in this report may underestimate actual home health activities during 1995.

The Center would like to acknowledge and thank the personnel of all Wisconsin home health agencies who provided information on their agency and the patients they serve.

Yiwu Zhang, lead analyst for the project, prepared the draft of this report. Jane Conner developed the tables and coordinated and implemented the data collection and editing activities. LuAnn Hahn and Kim Voss implemented survey follow-up and editing activities. Graphics were developed by Yiwu Zhang.

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Key Findings

- There were 184 home health agencies in Wisconsin that responded to the annual statistical survey for 1995. Of these agencies, 44 percent were nonprofit, 32 percent were proprietary and 24 percent were government-owned.
- Wisconsin's home health agencies served nearly 77,800 patients in 1995, a 6 percent increase over 1994. This increase occurred even though there were eight fewer agencies reporting in 1995 than in the previous year.
- From 1990 to 1995, the proportion of Wisconsin home health agencies also certified to provide personal care increased from 72 percent to 80 percent, while the proportion certified to provide hospice services increased from 14 percent to 20 percent.
- The total number of full-time home health agency employees increased 45 percent between 1990 and 1995. Most of this gain was due to an increase in home health employees other than nursing personnel or home health aides.
- From 1994 to 1995, the number of home health patients under age 55 increased by 20 percent, while the number of patients age 85 and older increased by 11 percent.
- Cardiovascular disease continued to be the most common illness among home health patients in 1995, accounting for 16 percent of all primary diagnoses. Eighty-nine percent of cardiovascular patients were age 65 and older.
- The Wisconsin home health agency utilization rate for 1995 was 15.2 patients per 1,000 population, compared to 14.2 patients per 1,000 in 1994.
- Forty-five percent of all Wisconsin home health patients were females age 65 and older, while only 25 percent of all patients were males in this age group. Female patients were 63 percent of the total, for a ratio of nearly 2:1 female vs. male.
- Total admissions and discharges increased by 35 percent and 37 percent, respectively, between 1990 and 1995. The growth in admissions was mainly from hospitals, while the major growth in discharges was to private residences.
- From 1990 to 1995, the average number of hours per home health visit declined, while the average number of visits per patient increased.
- Statewide, net agency revenue (total revenue minus total expenses) for Wisconsin home health agencies decreased by nearly \$1.5 million (89 percent) between 1994 and 1995.
- Medicare payments for home health services totaled \$128.6 million statewide in 1995, a 16 percent increase from 1994. In contrast, 1995 Medicaid payments totaled \$59.5 million, a 7 percent decrease from 1994.

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- From 1994 to 1995, home health agencies reported a 7 percent increase in the number of patients who used Medicare as a payment source, and a 10 percent decrease in the number of patients who used Medicaid.

Overview of Tables and Figures

Characteristics of Home Health Agencies. The first section of this report provides general information on home health agencies in Wisconsin for 1995, as well as information on home health trends since 1990. Map 1 shows the location of all home health agencies in the state in 1995, along with their type of ownership. Table 1 indicates the number of home health agencies, patients and visits statewide. Table 2 provides information on the number of agencies certified for Medicare, Medicaid, Personal Care, and Hospice services from 1990 to 1995. Table 3 lists the number of full-time equivalent employees (FTEs) in 1995 by employee category. Figure 1 compares the total number of FTE home health employees and various nursing personnel by category for each year from 1990 through 1995.

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Characteristics of Home Health Patients. This section provides information on the age, sex and primary medical diagnoses for home health patients. Also included is information on the utilization of home health services statewide in 1995. Figure 2, which shows home health patients by age group, indicates that more than half of all patients were between the ages of 65 and 84. Figure 3 compares the number of home health patients under age 55 and age 85 and older from 1990 to 1995. Table 4 lists the percentage of patients for each primary medical diagnosis by age group in 1995. Cardiovascular disease and cancer were the two most common diagnoses reported. Both Map 2 and Table 5 show 1995 home health utilization rates by county. Table 6 shows the number of patients and the utilization rate of home health services statewide for 1995 by age and sex. Table 7 lists the number of home health agencies and patients served within selected Wisconsin counties in 1995. Figures 4 and 5 show trends in home health admissions and discharges between 1990 and 1995. Both admissions from hospitals and discharges to private residences increased steadily during this time.

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Home Health Services. This section shows the number of patients that received various types of home health services in 1995 (Table 8); the number of agencies providing other home-based services in 1994 and 1995, including Meals on Wheels, Elderly Housing Units/Adult Day Centers, Medical Equipment Loans, Personal Emergency Response, and New Baby Checks/Well-Child Services (Table 9); and the statewide caseload for various services on a “typical” day, April 15, 1996 (Table 10). Figures 6 and 7 are bar charts showing statewide averages for hours per visit and visits per patient for the years 1990 to 1995.

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Home Health Agency Financial Information. This section contains financial information as reported by home health agencies based on their 1995 fiscal data. Table 11 provides 1995 statewide totals for gross patient revenue, deductions, net patient revenue, and total agency revenue by agency ownership. Figure 8 and Table 12 also categorize agencies by ownership type to compare net agency revenues statewide. Figure 9 shows the number and percentage of 1995 home health patients by payment sources, while Figures 10 and 11 show the number of home health patients using Medicare or Medicaid as a source of payment between 1990 and 1995. Table 13 provides total dollar amounts for Medicare and Medicaid payments to home health agencies, and the number of Medicare and Medicaid patients in 1995. Table 14 is included for comparative purposes, and shows actual Medicaid payments as reported by the Bureau of Health Care Financing for Wisconsin Fiscal Year 1995.

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MAP 1

Table 1. Number of Home Health Agencies, Patients and Visits by Ownership Type, 1990-1995

Number of Home Health Agencies

Year	State Total	Ownership of Agency		
		Governmental	Nonprofit	Proprietary
1990	169	50	69	50
1991	170	48	70	52
1992	183	47	80	56
1993	188	45	81	62
1994	192	45	81	66
1995	184	44	81	59

Number of Home Health Patients Served

Year	State Total	Ownership of Agency		
		Governmental	Nonprofit	Proprietary
1990	60,518	12,470	35,767	12,281
1991	63,145	11,670	37,121	14,354
1992	67,244	12,273	39,248	15,723
1993	65,402	11,148	39,448	14,802
1994	72,257	11,411	44,725	16,121
1995	77,783	10,716	51,126	15,941

Number of Home Health Visits

Year	State Total	Ownership of Agency		
		Governmental	Nonprofit	Proprietary
1990	2,675,251	342,135	1,161,972	1,171,144
1991	2,943,276	369,415	1,327,489	1,246,372
1992	3,387,113	421,843	1,669,609	1,295,661
1993	3,835,946	460,106	2,081,450	1,294,390
1994	4,158,770	479,790	2,257,297	1,421,683
1995	4,349,960	486,783	2,563,909	1,299,268

- There were 184 home health agencies that applied for Wisconsin license renewal in 1996, an overall decline of eight agencies from the 192 that applied for license renewal in 1995. This reversed an upward trend in the number of agencies observed since 1990. In 1995, 10 proprietary and three nonprofit agencies were closed, three proprietary and two nonprofit agencies were newly-opened, and one changed its ownership from governmental to nonprofit.
- Nonprofit agencies completed 59 percent of all home health visits in 1995, compared to only 43 percent in 1990.
- The number of proprietary agencies statewide declined by seven (nearly 11 percent) from 1994 to 1995, after increasing annually from 1990 to 1994. Corresponding decreases occurred in the number of home health patients served by proprietary agencies (down 1 percent), as well as the total number of patient visits (down nearly 9 percent).

Table 2. Number of Home Health Agencies Certified to Provide Medicare, Medicaid, Personal Care and Hospice Services, 1990-1995

	Number of Agencies			
Year	Medicare Certified	Medicaid Certified	Personal Care Certified	Hospice Certified
1990	160	160	122	23
1991	160	160	116	24
1992	174	172	135	31
1993	178	181	148	35
1994	182	182	150	35
1995	175	175	147	36

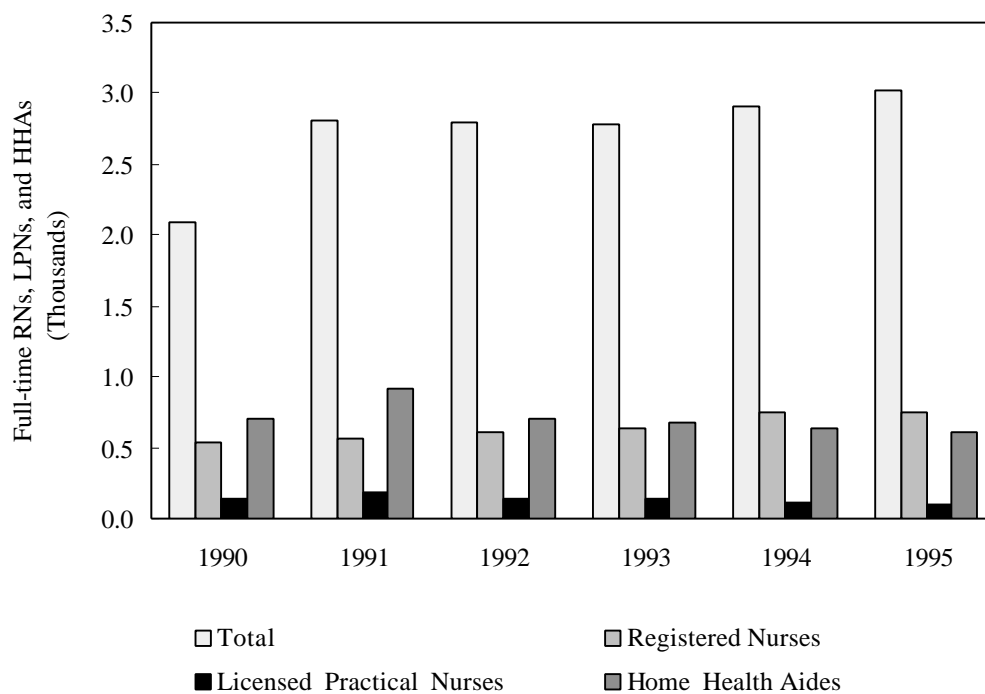
- Nearly 95 percent of all home health agencies were either Medicare or Medicaid certified, and over 90 percent were certified to provide services under both of these federal programs. This percentage has remained relatively constant since 1990.
- From 1990 to 1995, the proportion of Wisconsin home health agencies certified to provide personal care increased from 72 percent to 80 percent, while the proportion certified to provide hospice services increased from 14 percent to 20 percent.

Table 3. Full-Time Equivalent Employees (FTEs) of Home Health Agencies by Ownership Type

Employee Category	Statewide		Ownership of Agency		
	Number of FTEs	Percentage	Governmental	Non-Profit	Proprietary
Administrator	138		30	59	49
Sub. Administrator	77		10	37	30
RN Supervisor	245		35	132	78
Sub. RN Supervisor	63		2	28	33
Subtotal	524	8%	77	256	191
Registered Nurse	1,631		252	999	380
Licensed Practical Nurse	285		9	132	143
Subtotal	1,916	29%	261	1,132	523
Home Health Aide	1,847	28%	174	1,040	634
Physical Therapist	78		3	61	14
Occupational Therapist	30		0	27	4
Speech Pathologist	7		0	6	1
Respiratory Therapist	8		0	8	0
Medical Social Worker	59		3	54	3
Subtotal	183	3%	6	156	21
Personal Care Worker	510		53	185	273
Homemaker	372		18	262	92
Other	1,189		140	692	356
Subtotal	2,071	32%	212	1,139	721
Total	6,543	100%	730	3,723	2,089

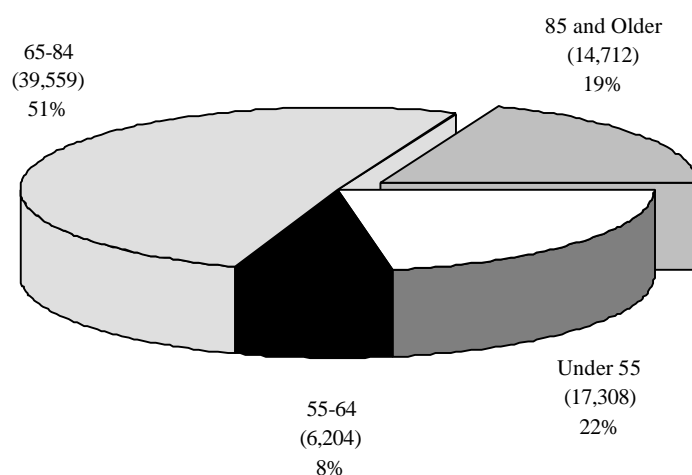
- During the week of April 15 to April 19, 1996, there were 6,543 full-time equivalent employees (FTEs) working in Wisconsin home health agencies. This total was similar to that reported in 1995 (a decrease of less than 1 percent), even though the number of home health agencies decreased by 4 percent.during this time.
- Home health aides (28 percent) and registered nurses (25 percent) accounted for the highest percentages of FTE employees by category.

Figure 1. Number of Full-Time Registered Nurses, Licensed Practical Nurses, and Home Health Aides, 1990-1995



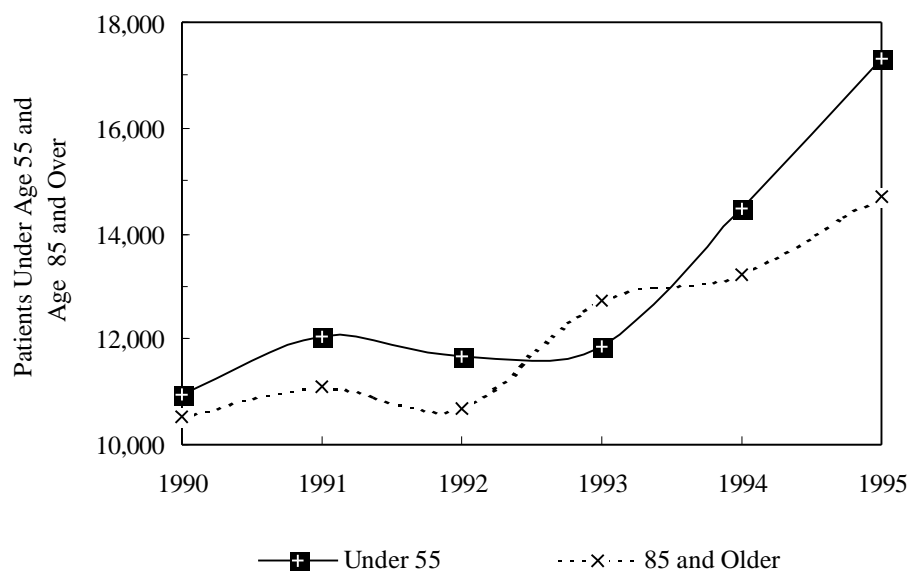
- The total number of full-time employees increased 45 percent between 1990 and 1995 (from 2,085 to 3,016). Most of this gain was due to an increase in home health agency employees other than nursing personnel or home health aides.

Figure 2. Home Health Patients and Percentage of Total by Age Group



- Over half (51 percent) of 1995 home health patients were age 65 to 84 (39,559 patients). In addition, 22 percent were under age 55, 8 percent were age 55 to 64, and 19 percent were age 85 and older.

Figure 3. Number of Home Health Patients Under Age 55 and Age 85 and Older, 1990-1995



- Patients under age 55 were by far the fastest growing segment of the home health population from 1993 to 1995. The number of patients in this age group increased by 11 percent from 1993 to 1994, and then increased by another 20 percent from 1994 to 1995.
- The number of patients age 85 and older increased by 11 percent from 1994 to 1995, the largest one-year percentage increase since 1990 for patients in this age group.

Table 4. Primary Diagnosis/Problem of Unduplicated Home Health Patients by Age

Primary Diagnosis (See Survey Instrument for ICD-9 Code)	Number Patients	Age					Percentage Age 65+
		<55 %	55-64 %	65-74 %	75-84 %	85+ %	
Total	77,783	22%	8%	20%	30%	19%	70%
Cardiovascular Disease	12,583	5	6	22	40	27	89
Cancer	6,056	17	14	29	29	11	69
Arthropathies & Rheumatism	5,443	8	8	25	38	22	84
Respiratory Conditions	5,441	14	7	24	36	20	79
Fractures, Dislocations & Sprains	4,595	11	6	18	37	27	82
Diabetes	4,000	15	12	27	34	13	73
Ill-Defined Conditions	3,859	16	6	18	33	27	78
Wounds, Burns & Other Injuries	3,449	28	12	20	25	15	60
Stroke	2,990	4	7	25	44	21	90
Genitourinary System	2,023	14	7	21	36	21	78
Central Nervous System & Multiple Sclerosis	1,732	38	11	18	25	7	50
Psychoses & Neurotic Disorders	1,410	39	10	18	21	12	52
Cerebral Palsy & Paralysis	1,397	73	9	8	7	3	18
Osteopathies	1,382	17	8	23	29	22	75
Digestive Disorders	1,341	20	9	19	32	21	72
Blood Diseases	1,081	11	5	15	33	36	84
Conditions Originating in the Prenatal Period	1,036	98	0	0	1	1	2
Pregnancy & Childbirth	998	100	0	0	0	0	0
Complications of Surgery	963	32	11	27	24	7	58
Senile Dementia & Alzheimer's	828	9	2	14	39	36	89
Other Infectious & Parasitic Diseases	771	40	12	17	18	12	48
Congenital Anomalies	576	82	5	5	7	2	14
Mental Retardation	479	79	12	6	2	0	8
Dehydration	386	18	6	21	31	25	76
Eye & Ear Problems	328	25	4	17	27	26	71
HIV Infection & AIDS	218	92	3	2	2	0	5
Poisoning & Toxic Effects	122	22	8	23	33	14	70
Other Conditions	12,296	38	8	17	22	16	55

Note: Primary Diagnosis refers to grouped ICD-9 codes. See survey instrument for more details.

- Cardiovascular disease continued to be the most common illness among home health patients in 1995, accounting for 16 percent (12,583) of the total number of patients. Eighty-nine percent of these patients were age 65 and older.
- Cancer was the second most common primary diagnoses, accounting for nearly 8 percent (6,056) of all patients.

MAP 2

Table 5. Home Health Utilization Rate by County of Residence

County of Residence	Patients	Estimated Population	Utilization Rate	County of Residence	Patients	Estimated Population	Utilization Rate
State Total	77,783	5,119,240	15.2	Marathon	1,240	122,210	10.1
Adams	323	17,090	18.9	Marinette	893	41,960	21.3
Ashland	390	16,580	23.5	Marquette	290	13,420	21.6
Barron	766	42,180	18.2	Menominee	2	4,310	0.5
Bayfield	286	14,530	19.7	Milwaukee	15,838	952,150	16.6
Brown	2,419	210,400	11.5	Monroe	639	38,270	16.7
Buffalo	182	13,700	13.3	Oconto	410	31,990	12.8
Burnett	205	13,830	14.8	Oneida	534	34,080	15.7
Calumet	498	37,150	13.4	Outagamie	1,675	150,850	11.1
Chippewa	1,368	53,950	25.4	Ozaukee	736	78,440	9.4
Clark	652	32,390	20.1	Pepin	187	7,180	26.0
Columbia	1,018	48,010	21.2	Pierce	343	34,050	10.1
Crawford	298	16,210	18.4	Polk	529	36,520	14.5
Dane	4,993	394,200	12.7	Portage	424	65,200	6.5
Dodge	1,426	80,090	17.8	Price	457	16,010	28.5
Door	591	26,290	22.5	Racine	1,894	183,630	10.3
Douglas	751	42,510	17.7	Richland	299	17,610	17.0
Dunn	500	37,630	13.3	Rock	2,462	146,920	16.8
Eau Claire	1,948	88,230	22.1	Rusk	239	15,250	15.7
Florence	42	4,970	8.5	Sauk	1,293	50,700	25.5
Fond du Lac	1,893	93,780	20.2	Sawyer	308	15,140	20.3
Forest	196	9,120	21.5	Shawano	393	38,160	10.3
Grant	807	49,430	16.3	Sheboygan	1,713	108,370	15.8
Green	389	31,620	12.3	St. Croix	640	54,060	11.8
Green Lake	436	19,140	22.8	Taylor	291	19,210	15.1
Iowa	351	21,380	16.4	Trempealeau	483	25,810	18.7
Iron	239	6,300	37.9	Vernon	392	26,420	14.8
Jackson	266	17,120	15.5	Vilas	386	19,300	20.0
Jefferson	983	71,980	13.7	Walworth	1,067	81,100	13.2
Juneau	462	22,980	20.1	Washburn	290	14,590	19.9
Kenosha	2,090	138,290	15.1	Washington	1,069	108,570	9.8
Kewaunee	394	19,380	20.3	Waukesha	4,393	332,940	13.2
La Crosse	1,811	102,430	17.7	Waupaca	409	48,830	8.4
Lafayette	218	16,210	13.4	Waushara	390	20,420	19.1
Langlade	425	20,290	20.9	Winnebago	2,142	148,630	14.4
Lincoln	596	28,480	20.9	Wood	1,183	76,180	15.5
Manitowoc	1,145	82,890	13.8				

- The utilization rate of home health services statewide was 15.2 patients per 1,000 population in 1995, compared to 14.2 patients per 1,000 in 1994.
- For every 1,000 people in Iron County, almost 38 used home health services in 1995, the highest utilization rate in the state. Four other counties, Price, Pepin, Sauk and Chippewa, had utilization rates of over 25 per 1,000 county population.
- Among those counties with populations of 100,000 or more, La Crosse had the highest home health utilization rate, at nearly 18 patients per 1,000 county population.

Table 6. Number, Percent and Utilization Rate of Home Health Patients by Age and Sex

Age	Total			Female			Male		
	Number	Percent	Rate	Number	Percent	Rate	Number	Percent	Rate
All Patients	77,783	100	15.2	48,857	100	18.8	28,926	100	11.5
Under 55	17,308	22	4.3	10,369	21	5.2	6,939	24	3.4
55-64	6,204	8	15.0	3,548	7	16.7	2,656	9	13.2
65-74	15,873	20	43.8	9,582	20	48.7	6,291	22	37.9
75-84	23,686	30	100.5	15,140	31	105.3	8,546	30	93.0
85 or older	14,712	19	176.0	10,218	21	169.7	4,494	16	192.2
65 or older	54,271	70	79.6	34,940	72	87.2	19,331	67	68.7

Note: The utilization rate is the number of patients per 1,000 population in each age group, based on 1995 population estimates by the Wisconsin Center for Health Statistics.

- Of the 77,783 home health patients statewide, 45 percent (34,940 patients) were females age 65 and older and 25 percent (19,331 patients) were males 65 and older. Female patients also outnumbered male patients by at least 25 percent in all other age groups.
- Among males age 85 and older in Wisconsin, 192 out of every thousand used home health services in 1995. In comparison, females age 85 and older used home health services at a rate of 170 per 1,000.
- Females age 65 and older had a considerably higher utilization rate (87 per 1,000 population) than males in that age group (69 per 1,000 population).

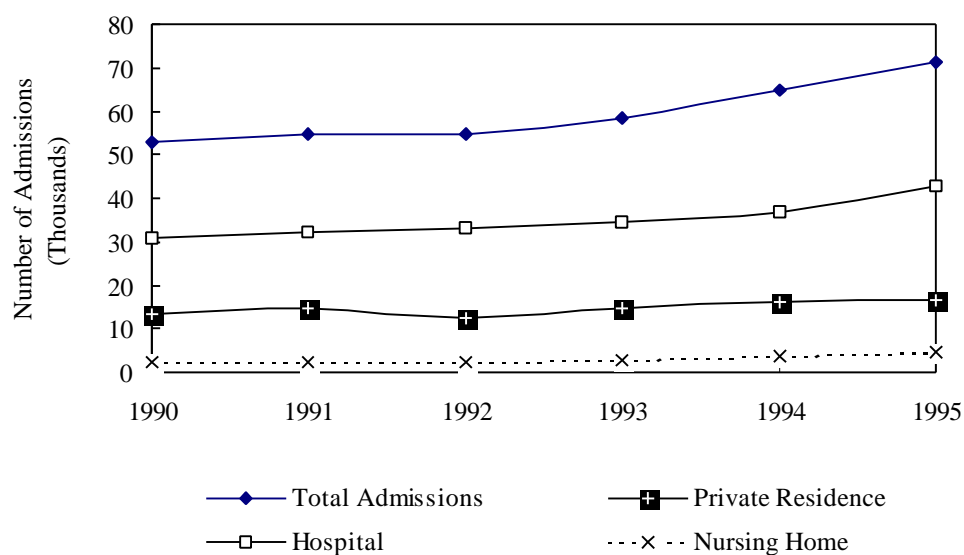
Table 7. Number of Home Health Agencies and Patients in Selected Wisconsin Counties

County of Agency	Number of:		Percentage of Statewide Total Patients
	Agencies	Patients	
State Total	184	77,783	100%
Milwaukee	26	16,483	21
Waukesha	11	7,452	10
Sauk	3	3,909	5
Dane	7	3,160	4
La Crosse	5	2,996	4
Winnebago	6	2,898	4
Rock	5	2,708	4
Brown	5	2,083	3
Chippewa	2	2,001	3
Racine	4	1,977	3
Sheboygan	2	1,815	2
Eau Claire	2	1,767	2
Wood	3	1,755	2
Fond du Lac	2	1,704	2
Dodge	4	1,674	2
Kenosha	4	1,671	2
Marathon	2	1,484	2
Outagamie	2	1,164	2
Oneida	2	1,046	1
Manitowoc	2	1,017	1
Green Lake	1	782	1
Barron	2	771	1

Note: Counties whose home health agencies served less than 1 percent of total Wisconsin home health patients were excluded from this table.

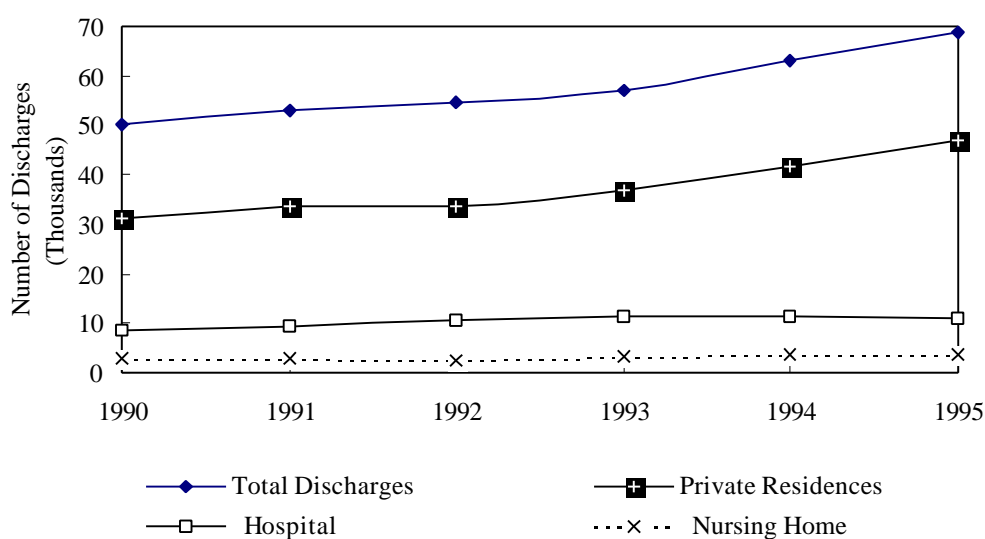
- More than 50 percent of all home health patients statewide were served in seven counties (Milwaukee, Waukesha, Sauk, Dane, La Crosse, Winnebago and Rock) in 1995.
- The 37 home health agencies in Milwaukee and Waukesha counties jointly served nearly one-third (31 percent) of the state's home health patients.
- Twenty-six agencies in five other counties (Sauk, Dane, La Crosse, Winnebago and Rock) served 20 percent of total patients.

Figure 4. Number of Admissions from Private Residences, Hospitals, and Nursing Homes: 1990-1995



- Between 1990 and 1995, the total number of admissions to home health agencies increased 35 percent, from 52,700 to just over 71,000. The majority of this growth was due to an increase in admissions from hospitals.

Figure 5. Number of Discharges To Private Residences, Hospitals, and Nursing Homes: 1990-1995



- From 1990 to 1995, the total number of discharges from home health agencies increased by 37 percent. Almost all of this growth was due to increases in the number of discharges to private residences.

Table 8. Types of Services Provided to Home Health Patients

Therapeutic Service	Statewide Total		Ownership of Agency		
	Number	Percent	Governmental	Nonprofit	Proprietary
Duplicated Patients*	141,264	100%	18,393	96,068	26,803
Skilled Nursing	68,521	49%	54%	47%	51%
Home Health Aide Services	28,648	20	25	20	20
Physical Therapy	14,945	11	8	11	10
Speech Pathology	1,161	1	1	1	1
Occupational Therapy	4,877	3	2	4	3
Medical Social Service	6,241	4	1	6	2
Respiratory Therapy	18	0	0	<1	2
Private Duty Nursing	1,199	1	0	1	1
Other Home Health Care	2,492	2	1	2	<1
Personal Care Service	7,269	5	7	4	8
Homemaker Service	3,446	2	1	3	3
Other Non-Therapeutic Care	2,447	2	1	2	2

* Patients were counted each time they received a different type of therapeutic service during the year.

- Of the more than 141,000 duplicated home health patients statewide in 1995, 49 percent required skilled nursing services.
- Patients using home health aide and physical therapy services accounted for 20 percent and 11 percent of total patients, respectively.

Table 9. Number of Home Health Agencies Providing Other Home-Based Services, 1994-1995

Agencies Providing Other Home-Based Services	1994		1995	
	Number of Agencies	Percent	Number of Agencies	Percent
Total Number of Home Health Agencies	192	100%	184	100%
Meals on Wheels	6	3	4	2
Elderly Housing Units/Adult Day Centers	96	50	93	51
Medical Equipment Loans	35	18	36	20
Personal Emergency Response	34	18	20	11
New Baby Checks/Well-Child Services	50	26	49	27
Share Cases with Other Agencies	121	63	100	54

- Only 20 home health agencies provided Personal Emergency Response services in 1995, 14 fewer than in 1994. The number of agencies that shared cases with other agencies also declined.

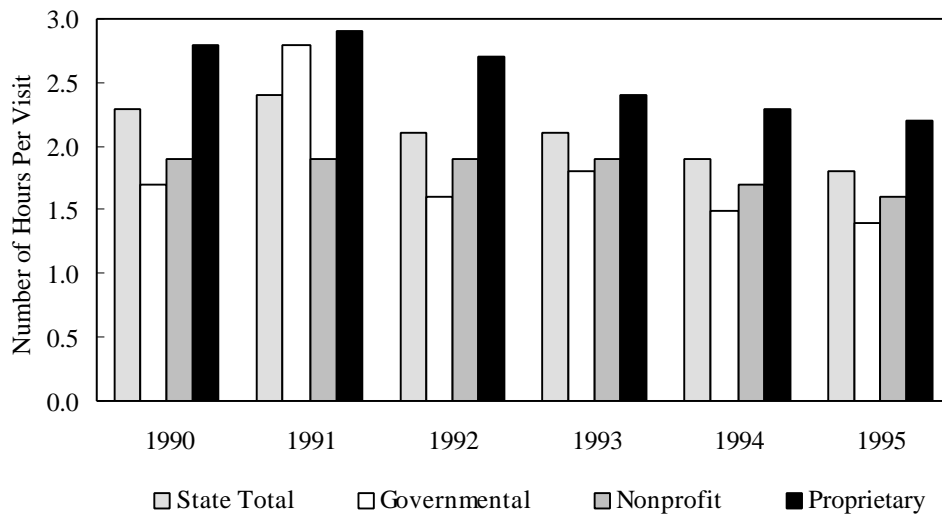
Table 10. Home Health Services on a Typical Day: April 15, 1996

	Patients	Percent of Patients on This Day
SENSORY DIFFICULTIES		
Impaired Hearing	3,104	28%
Impaired Vision	4,041	36
PSYCHOLOGICAL PROBLEMS		
Attempted Suicide	46	<1
Verbally Abusive	308	3
Physically Aggressive	235	2
Impaired Memory	3,187	28
Alcohol & Other Drug Abuse	144	1
THERAPIES/TRAINING RECEIVED		
Mental Health	358	3
Occupational Therapy	491	4
Physical Therapy	1,484	13
Speech Therapy	187	2
REQUIRES HELP IN ACTIVITIES OF DAILY LIVING (ADLs)		
Dressing	6,276	56
Ambulation	4,443	40
Eating	1,932	17
Bathing	7,646	68
Toileting	3,623	32
Transferring	4,316	39
NURSING ACTIONS		
Tracheotomy	169	2
Non-Routine Skin Care	1,815	16
Specialized Nursing	2,315	21
Ostomy Care	324	3
Respiratory Care	380	3
Tube Feeding	330	3
Appliances	911	8
Pharmaceutical Administration	737	7
IV Administration	205	2
Medication Setup	1,903	17
MEDICAL SOCIAL SERVICE	402	4

Notes: All but one home health agency reported on the services they provided on this “typical” day. The percentages shown in this table are based on a reported total of 11,199 patients. This is a duplicated count, which means that a patient may have received several types of services on that day, and was thus counted more than once.

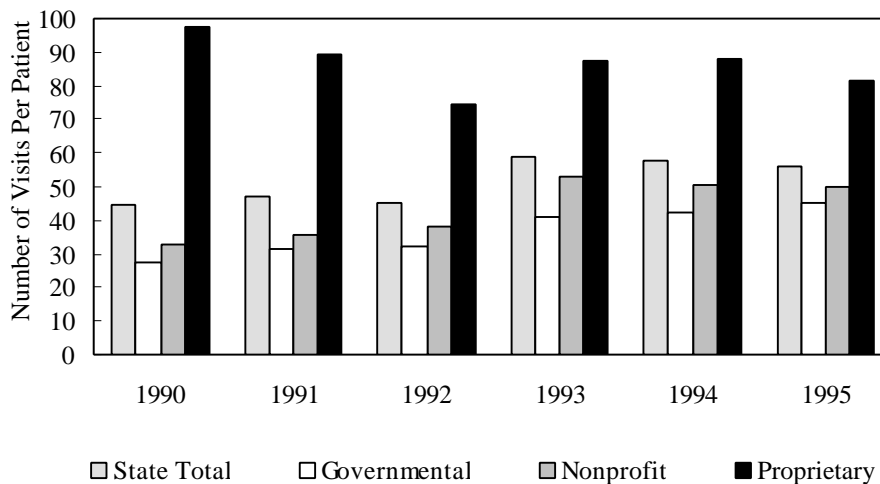
- Fifty-six percent of all home health patients seen on this “typical” day required help in dressing, while 68 percent needed assistance in bathing.
- Over one-third (36%) of patients seen on this day had impaired vision.

Figure 6. Average Number of Hours per Home Health Visit



- From 1993 through 1995, the average length of a home health visit decreased steadily among all types of agencies. The average length of visit statewide in 1995 was 1.8 hours.

Figure 7. Average Number of Visits per Home Health Patient



- Statewide, home health agencies averaged between 56 and 59 visits per home health patient annually from 1993 to 1995.
- Proprietary agencies consistently reported far more visits per patient than governmental and nonprofit agencies for each year shown in the figure.

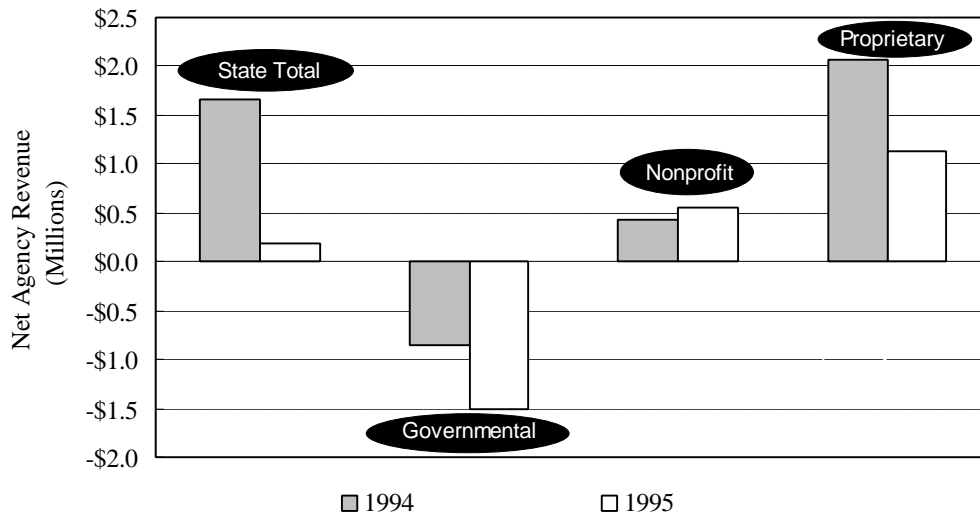
Financial Information

Table 11. Home Health Agency Revenue by Ownership of Agency

	State Total		Ownership of Agency					
			Governmental		Nonprofit		Proprietary	
	Dollars	Percent	Dollars	Percent	Dollars	Percent	Dollars	Percent
Gross Patient Revenue								
Medicare	\$154,099,577	54%	\$18,505,556	71%	\$104,905,523	64%	\$30,688,498	32%
Medicaid	\$80,991,829	28	\$4,861,568	19	\$33,964,259	21	\$42,166,002	44
General Relief	\$200,405	0	\$16,520	0	\$18,281	0	\$165,604	0
Federal Government	\$654,198	0	\$175,682	1	\$475,521	0	\$2,995	0
State Government	\$6,780,727	2	\$261,033	1	\$4,917,830	3	\$1,601,864	2
Other Government	\$1,018,892	0	\$167,257	1	\$258,923	0	\$592,712	1
Third Party	\$28,641,879	10	\$1,410,504	5	\$13,210,658	8	\$14,020,717	15
Self Pay	\$13,587,587	5	\$818,806	3	\$6,446,655	4	\$6,322,126	7
Other Sources of Revenue	\$1,084,160	0	\$27,286	0	\$907,727	1	\$149,147	0
Reported Gross Patient Revenue	\$287,094,171	100%	\$26,244,212	100%	\$165,140,294	100%	\$95,709,665	100%
Deductions from Revenue								
Medicare	\$24,173,520	16	\$1,903,375	10	\$17,210,258	16	\$5,059,887	16
Medicaid	\$19,543,369	24	\$1,050,198	22	\$8,538,597	25	\$9,954,574	24
Other Government	\$648,609	7	\$91,896	15	\$358,596	6	\$198,117	8
Third Party	\$1,664,222	6	\$140,167	10	\$894,833	7	\$629,222	4
Bad Debts	\$1,244,391	-	\$184,341	-	\$491,566	-	\$568,484	-
Charity	\$926,070	-	\$354,114	-	\$524,502	-	\$47,454	-
Other Deductions	\$715,450	-	\$203,059	-	\$297,476	-	\$214,915	-
Reported Total Deductions	\$49,616,251	21	\$3,927,150	18	\$28,315,829	21	\$17,373,272	22
NET PATIENT REVENUE	\$237,477,920		\$22,317,062		\$136,824,465		\$78,336,393	
Donations								
United Way	\$936,091	<1	\$2,000	<1	\$934,091	<1	\$0	-
Other Donations	\$777,526	<1	\$230,077	<1	\$547,449	<1	\$0	-
Total Donations	\$1,713,617	<1	\$232,077	<1	\$1,481,540	<1	\$0	-
Other Home Health Revenue	\$5,286,143	2	\$139,486	<1	\$3,492,672	1	\$1,653,985	<1
TOTAL AGENCY REVENUE	\$244,477,680		\$22,688,625		\$141,798,677		\$79,990,378	

Notes: Revenue and deductions are self-reported by agencies and based on their most recently completed fiscal year. Gross Patient Revenue is the total amount that an agency has billed for services to patients. Deductions From Revenue are disallowances from Medicare, Medicaid, or private insurance; bad debts; and charges to patients that have not been paid. Total deductions from revenue are subtracted from gross patient revenue to yield Net Patient Revenue. Net patient revenue is the total revenue that agencies are paid by patients or their insurers. Donations and other revenues are added to net patient revenue to obtain Total Agency Revenue.

- Reported gross patient revenue for 1995 was \$287.1 million, an increase of nearly 9 percent from 1994.
- Medicare payments accounted for 54 percent of total gross revenue in 1995, compared to 50 percent in 1994. In contrast, Medicaid payments decreased to 28 percent of total gross revenue in 1995, from 32 percent in 1994.
- Total agency revenue statewide amounted to nearly \$244.5 million in 1995, an 8 percent increase over the \$225.3 million reported for 1994.

Figure 8. Net Agency Revenue by Ownership of Agency

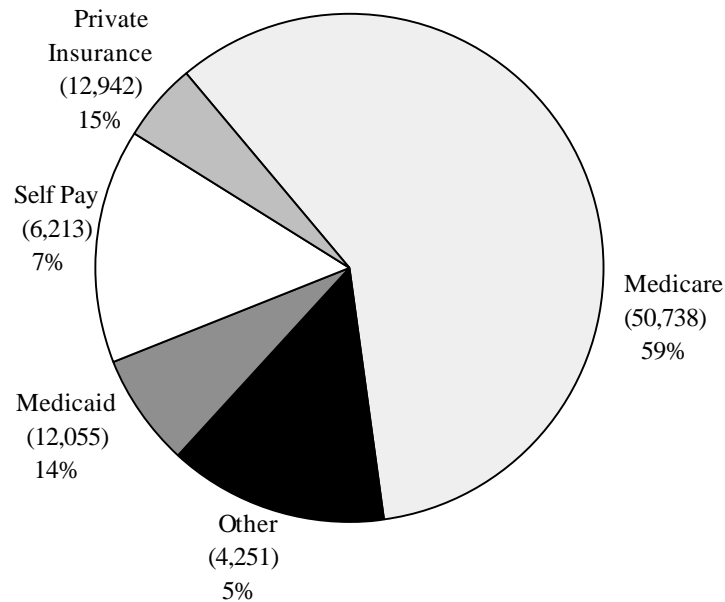
- Net agency revenue (total revenue minus total expenses) statewide decreased from \$1.6 million in 1994 to less than \$200,000 in 1995, an 89 percent decline.
- Nonprofit agencies were the only ownership group that reported higher net revenue in 1995 than in 1994. Net revenue for proprietary agencies dropped 45 percent, while governmental agency losses jumped 78 percent.

Table 12. Agency Revenues and Expenses by Ownership Type

	State Total	Governmental	Nonprofit	Proprietary
Total Agency Revenue	\$244,477,680	\$22,688,625	\$141,798,677	\$79,990,378
Total Expenses	\$244,295,069	\$24,200,889	\$141,234,045	\$78,860,135
Net Agency Revenue	\$182,611	-\$1,512,264	\$564,632	\$1,130,243

Note: Total agency revenue equals gross patient revenue, less deductions, plus any donations.

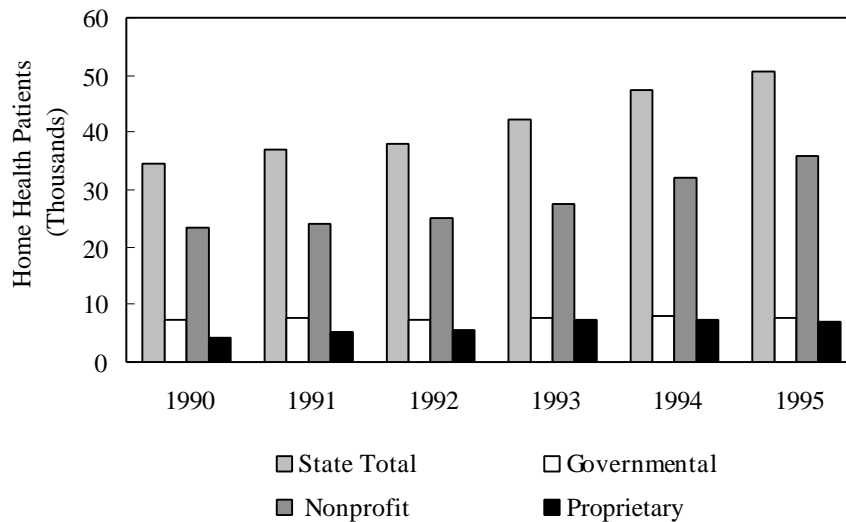
Figure 9. Number and Percentage of Home Health Patients by Payment Sources



Note: Patients may be counted in more than one payment source.

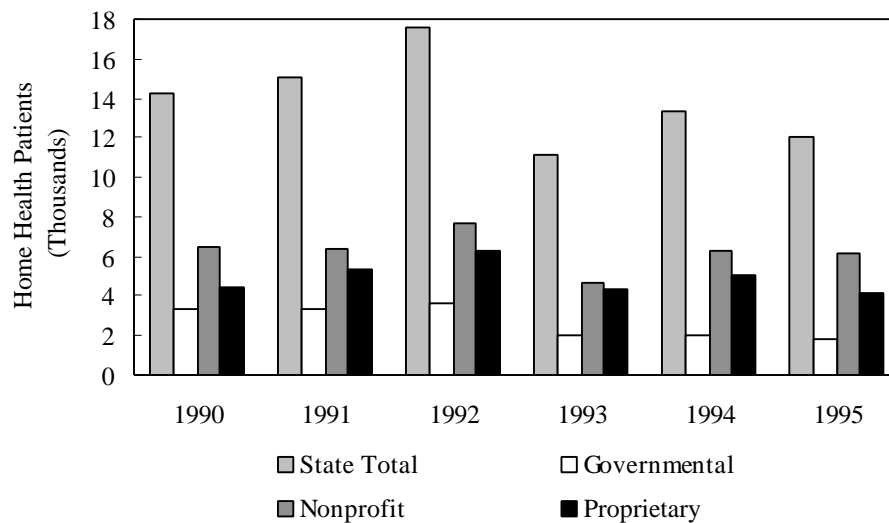
- Fifty-nine percent of home health patients used Medicare as a payment source, 14 percent used Medicaid, and 15 percent used private insurance.
- More than 50,000 home health patients used Medicare as a source of payment in 1995, an increase of 7 percent from 1994.
- Ten percent fewer home health patients used Medicaid as a payment source in 1995 than in 1994.

Figure 10. Number of Home Health Patients Using Medicare as a Source of Payment by Agency Ownership



- Statewide, the number of home health patients using Medicare as a source of payment increased 46 percent from 1990 to 1995. The majority of these patients were served by nonprofit agencies.

Figure 11. Number of Home Health Patients Using Medicaid as a Source of Payment by Agency Ownership



- Between 1990 and 1995, the number of home health patients using Medicaid as a payment source declined 15 percent statewide.

Table 13. Medicare and Medicaid Payments to Home Health Agencies by Agency Ownership

Payment Source	State Total	Ownership of Agency		
		Governmental	Nonprofit	Proprietary
Medicare	\$128,603,193	\$16,602,181	\$87,695,265	\$24,305,747
Medicaid	\$59,493,076	3,811,370	25,425,662	30,256,044

Notes: The dollar amounts shown in this table were unaudited at the time they were reported on the Annual Home Health Survey. The Medicaid payments shown are less reliable and will differ from the Medicaid payments reported for Fiscal Year 1995 by the Bureau of Health Care Financing (see Table 14) for the following reasons:

- The extent to which home health agencies include/exclude payments for Medicaid personal care services may differ from agency to agency and year to year.
- While the survey directs agencies to report based on their most recently completed fiscal year, the Bureau of Health Care Financing reports payments based on the State's fiscal year (July 1 through June 30).
- The number of home health agencies included in the payment amount varied (i.e., as many as 13 agencies which did not apply for a 1996 Wisconsin home health license were excluded from the 1995 Home Health Survey).

- In 1995, Medicare payments to home health agencies statewide totaled \$128.6 million, a 16 percent (\$17.6 million) increase from 1994. During this same one-year period, Medicaid payments decreased by almost 7 percent (\$4.3 million), to a total of \$59.5 million.

Table 14. Medicaid Payments as Reported by the Wisconsin Bureau of Health Care Financing

State Fiscal Year	Home Health Agencies	Other Home Care Providers	Home Care Industry Total
1995	\$67,028,612	\$23,623,607	\$90,652,219

Note: Dollar amounts shown in this table include all Medicaid payments to Wisconsin home health agencies for 1995. The amounts reported included payments to agencies providing home health services only, as well as to agencies which were dual-certified to provide home health and personal care services. The "Other Home Care Providers" category includes amounts paid to agencies which were certified to provide personal care only, and to certified independent nurses providing private duty nursing services and/or respiratory care services.

